

Message Text

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PAGE 01 STATE 226110
ORIGIN EA-12

INFO OCT-01 ISO-00 AID-05 CIAE-00 COME-00 EB-08 FRB-03
INR-07 NSAE-00 USIA-06 TRSE-00 XMB-02 OPIC-03
SP-02 LAB-04 SIL-01 OMB-01 PA-01 PRS-01 /057 R

DRAFTED BY EA/J:H A COCHRAN:EH
APPROVED BY EA/J:N PLATT
-----052702 211102Z /23
R 202316Z SEP 77
FM SECSTATE WASHDC
TO AMEMBASSY TOKYO

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E.O. 11652: N/A

TAGS: ETRD, JA

SUBJECT: AUTOMOBILE EXPORTS TO US

REF: USIS TOKYO TELEGRAM 190155Z SEP 1977

1. FIRM OF TANAKA, WALTERS, RITGER, ET. AL., REPRESENTING JAPAN AUTOMOBILE MANUFACTURERS' ASSOCIATION IN WASHINGTON, HAS ASKED US TO PROVIDE THEM WITH A TRANSCRIPT OF AMBASSADOR MANSFIELD'S REMARKS AT SEPTEMBER 9 MEETING WITH AMERICAN CORRESPONDENTS. REFTEL INDICATES NO TRANSCRIPT AVAILABLE.

2. ACCORDING TO REPORT OF REMARKS IN SEPTEMBER 10 WASHINGTON POST AND LOS ANGELES TIMES, AMB. SAID THAT JAPAN AUTOMOBILE MANUFACTURERS ARE TRYING TO CURB SALES OF SOME MODELS THAT HAVE CAPTURED BIG SEGMENTS OF AMERICAN SMALL CA MARKET; HOWEVER, THE PROBLEM IS THAT AMERICAN DEALERS KEEP ASKING FOR MORE CARS.

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3. ACCORDING TO TANAKA, ET. AL., THE REPORTED STATEMENT RAISES TWO PROBLEMS: (A) THREAT OF ANTI-TRUST SUITS AGAINST "CONCERTED ACTION" IN THAT AMBASSADOR'S REMARKS INDICATED ALL OF JAPANESE CAR MANUFACTURERS ARE INVOLVED,

(B) THREAT OF US DEALERS SUING JAPANESE FIRMS FOR LOSS OF

PROFITS -- UNDER FRANCHISE AGREEMENTS, JAPANESE FIRMS HAVE CONTRACTED TO SELL AS MANY CARS AS DEALERS CAN HANDLE, SUBJECT ONLY TO "FORCE MAJEUR" CLAUSE.

4. ACCORDING TO TANAKA, ET. AL., JAPANESE FIRMS HAVE TOLD US DEALERS THEY ARE PRODUCING AND EXPORTING AS MUCH AS THEY CAN AND ARE NOT WITHHOLDING CARS FROM THE US MARKET. BUT U.S. DEALERS NOW CLAIM THAT AMBASSADOR'S STATEMENT IS OFFICIAL ACKNOWLEDGEMENT THAT AGREEMENT TO WITHHOLD DOES IN FACT EXIST AND THEY ARE THREATENING TO SUE.

5. ACTION REQUESTED: REQUEST EMBASSY CLARIFY, IF POSSIBLE SUBSTANCE OF AMBASSADOR'S REMARKS ON THIS SUBJECT. VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: H A COCHRAN:EH
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Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1202343
Secure: OPEN
Status: NATIVE
Subject: AUTOMOBILE EXPORTS TO US
TAGS: ETRD, JA, US
To: TOKYO
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/4a858741-c288-dd11-92da-001cc4696bcc
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